SUPPLEMENT TO

COMMERCE REPORTS

DAILY CONSULAR AND TRADE REPORTS
ISSUED BY THE BUREAU OF FOREIGN AND DOMESTIC COMMERCE
DEPARTMENT OF COMMERCE, WASHINGTON, D. C.

Annual Series | No. 5c | August 5, 1918

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FRANCE.

CALAIS.

By Consul Kenneth Stuart Patton, June 18.

During the year 1917 commercial conditions in the Calais district, which comprises the Departments of the Nord and of the Pas-de-Calais and the unoccupied part of Belgium, were not at all favorable. The utilization of the three ports of the district—Dunkirk, Boulogne, and Calais—for military purposes and other circumstances reduced the imports for general commercial purposes to an almost negligible figure. The exports were limited to Calais machine-made laces, the lace industry being the only one capable of engaging in foreign trade. Labor was dear and insufficient as a result of the demand of war industries for workers of all kinds.

Calais ranks with St. Gall, Nottingham, and Plauen as a lace-making center. During 1917 the production of machine-made laces fell off considerably as a result of the closing of practically every market, except the United States, to this article. The United States now takes about 90 per cent of the production, as against 40 per cent in normal times. The total amount exported to the United States in 1917 was only 11,244,712 francs ($2,170,249), as against 22,462,212 francs ($4,335,207) in 1916, and 24,260,933 francs ($4,682,360) in 1913. The reduction in American sales was in no sense due to a manufacturing crisis, but to the heavy decrease in orders received from New York. This lack of demand was the result of a tendency on the part of the American people to economize in the use of luxuries. The local lace factories could easily have increased their production, despite the handicap of insufficient labor and the high prices of industrial coal, had the demand justified such an effort.

Coal Mining—Port Traffic Increases.

Of the four large coal mines two were worked to the utmost. It is estimated that during 1917, 2,500,000 tons of coal were extracted at Marles, against 1,800,000 tons in 1913. At Bruay the results were still more remarkable, the estimated production reaching a total of 4,500,000 tons in 1917, against 2,700,000 in 1913. The annual pre-war production of the coal mines in this region averaged 25,000,000 tons.

As a result of the war the ports of this district have increased their traffic greatly. In 1917 Dunkirk took the fifth place after Rouen, Marseille, Havre, and Bordeaux, with a total of 3,000,000 tons. Calais, St. Nazaire, and Boulogne-sur-mer followed, with totals ranging from 2,500,000 to 3,000,000 tons.

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Fisheries Show Decreased Output—Chicory and Sugar Beets.

The results of the operations of the Calais fishing fleet for the years 1916 and 1917 are shown by the following figures: In 1916 three steamers, with a tonnage of 146, are recorded; in 1917 no steamers operated; in 1916, 48 sailing vessels, with a tonnage of 257, are recorded, and 51, with a tonnage of 244, in 1917. The value of the catch in 1916 was 687,702 francs ($132,726) and in 1917, 667,911 francs ($128,907). The weight of the catch in 1916 was 477,021 kilos (1,051,640 pounds) and in 1917, 328,259 kilos (723,680 pounds).

At Gravelines, a small fishing port between Calais and Dunkirk, 134,277 kilos (296,027 pounds) of cod, valued at 429,686 francs ($82,929), were landed in 1917.

Sugar beets and chicory root are the two most important products of the soil of this district. Before the war 9,000 hectares (22,239 acres) were planted in chicory. The German invasion reduced this total to 4,000 hectares (9,884 acres). In 1917 the surface planted in chicory increased to 7,000 hectares (17,297 acres). On the other hand, the production of sugar beets tended to decrease, as the price is only from 50.55 to 60 francs ($9.76 to $11.58) per ton, while chicory root brings 250 francs ($48.25) a ton. The return per hectare (2.47 acres) in 1917 for chicory root reached the high figure of 1,000 francs ($193), whereas the return per hectare for sugar beets during the same period amounted to only 927 francs ($178.91). The Agricultural Society of St. Pol estimates the expenses of cultivating a hectare of sugar beets in 1917 at 1,162 francs ($224.27). Naturally the high returns for chicory root are proving disastrous to the production of the sugar beet, and the Government has been contemplating the establishment of a fixed maximum price for chicory root to overcome this tendency.

Declared Export Statistics.

No figures are available for the total exports from this district, but the following statement gives the declared exports from Calais to the United States and possessions during the years 1916 and 1917:

Articles.	1916	1917	Articles.	1916	1917
Embroideries	$5,572	.....	Nets, cotton, silk, and tinsel	$13,840	$531
Laces:			Veils and veiling	3,082	.....
Cotton	3,930,103	$2,043,704	All other articles	3,448	981
Silk	231,960	65,177			
Silk and cotton	53,663	8,226	Total	4,335,207	2,166,566
Tinsel	87,788	46,448			
Tinsel and cotton	5,751	1,499			

There were no exports to Hawaii or Porto Rico. Laces to the value of $3,837 and $3,662 were exported to the Philippines in 1916 and 1917, respectively; and in 1916 nets to the value of $2,876, with none exported in 1917. Returned American goods, consisting of automobile parts and empty sacks, totaled $176 in 1916 and $2,785 in 1917.

Trade Extension After the War.

All efforts for trade extension in the Calais district should be directed to the post-war period, when the development of the agricultural resources of this region will require a certain amount of small agricultural machinery. Large agricultural machinery can not be

used to advantage, as the land is cut up in farms of very restricted area. Reconstruction will also require importation of lumber and other building materials.

Canned goods, cereals, and other food products will be required during the period immediately following the cessation of hostilities. Clothing also will be needed as such stocks are now small. All forms of household utensils and small hardware will find a ready market.

Local dealers have in the past preferred to purchase their stock in small quantities from wholesale houses in Paris, Lille, and London. The proximity of these centers easily permits a personal selection of goods and also permits the carrying on of business with very limited capital.

Local merchants will probably import directly from the United States if there is a direct steamer service, and if American exporters will quote their goods delivered in France on easy credit terms. It will be worth while for Americans engaged in foreign trade to attempt to meet these conditions.

BOULOGNE-SUR-MER AGENCY.

By Consular Agent William Whitman.

For the year 1916 the total value of fishing operations at Boulogne-sur-mer amounted to 11,691,741 francs ($2,256,506), of which 8,432,173 francs ($1,627,409) represented the value of the herring catch. The vessels from this port did not take part in the Iceland and North Sea cod fishing. It is anticipated that the figures for 1917 will surpass those of 1916, owing to the advanced prices, but as yet no figures are obtainable.

The various industrial enterprises are working at full pressure, most of them having been transferred to a certain extent in order to execute Government work.

Exports have been limited, owing to the restrictions; this applies also to imports, special licenses being necessary in each case.

The imports varied considerably, as compared with normal times; where increases occurred, the commodities were either for the Government or for Government contractors. For instance, large quantities of steel, tubes, and corrugated steel sheets have been imported. The lack of raw products has also led to the importation of various articles of merchandise not usually imported.

There were no articles invoiced at the Boulogne-sur-mer consular agency for the United States or its possessions in 1916; in 1917 26 cases of preserved fish, valued at $180, and 5 cases of porcelain, valued at $520, were exported to the United States.

DUNKIRK AGENCY.

By Consular Agent Benjamin Morel.

At the time the war broke out it was thought that all the industries of Dunkirk would suffer heavily the financial consequences of the law passed to protract the expiration of bills and of the decree which prevented the banks paying out to the depositors, except up to a very small extent, progressively increased by successive decrees, the amounts of the deposits which they had received.

As a result of the efforts of the chamber of commerce and the committee of defense of the maritime interests established some

years ago, a syndicate of guaranty was formed which enabled the Bank of France (the support of which was of much value) to accept drafts from the manufacturers for the payment of labor and freight and the purchase of raw material, provided such drafts bore the signature of a banker and were indorsed by the committee of defense, which had a legal existence.

The manufacturers could therefore continue working with the existing stock of goods, and the financial result of the agreement was the voluntary payment of most of the bills protracted, which amounted in November, 1914, to from 16,000,000 to 18,000,000 francs ($3,088,000 to $3,474,000), and now do not exceed 4,000,000 francs ($772,000).

Through the necessity of revictualing this district the trade in foodstuffs was prosperous, but the exceptional conditions prevailing at this place and the exodus of about three-fourths of the population have very much reduced the consumption and reduced the financial result of that line of business.

Textile Industries—Government Buys All Distillery Products.

The industries have experienced in different ways the effects of the war. Textile industries have prospered greatly. The jute mills use 20,000 spindles and 1,300 looms and employ several thousand men and women. Part of the spinning production is exported to England and Belgium, and part of the loom production is sent to the French colonies and more especially to the African coast. Enormous quantities of sandbags were manufactured. The cost of labor has increased by more than 10 per cent and the value of manufactured goods from 30 to 40 per cent. The flax mills have about 2,000 spindles and 100 looms. The hemp mills have about 3,000 spindles.

All of the five distilleries in this district worked very satisfactorily and earned large profits up to the middle of 1916, the price of the alcohol having increased greatly, owing to the rise of the price of the grain, while the manufacturers had made fresh contracts with the farmers for the beet root at low rates. In 1916, however, the production of the distilleries was taken over by the French Government, which supplies the raw material; this leaves the manufacturers a reasonable profit, but much less than the one realized before.

Sugar Refineries—Chicory Acreage—Flour.

The sugar refineries in the Departments of the Aisne, Oise, Seine-et-Oise, and Pas-de-Calais being almost all destroyed, the three refineries in this district have worked intensively at profitable rates.

The center of the chicory culture is Douai, Cambrai, and Orchies, all occupied territory. The land cultivated was about 7,000 hectares (17,297 acres) before the war, but was reduced to 1,950 and 1,900 hectares (4,818 and 4,695 acres) in 1915 and 1916, respectively. This area was increased to 3,500 hectares (8,649 acres) in 1917, owing to the high price of chicory, which has risen from about 30 francs per 100 kilos ($2.63 per 100 pounds) before the war to more than 300 francs per 100 kilos ($26.30 per 100 pounds). The cul-

ture of the beet root, which represented 300,000 hectares (741,300 acres) in 1913, was reduced to 95,000 hectares (234,745 acres) in 1917, on account of the invasion.

French flour mills have worked under the control of the Government since 1916. A tax is imposed on wheat, flour, and all other products. The average production in this district of 2,500 quintals (551,155 pounds) per 24 hours now is reduced to about 1,800 quintals (396,828 pounds), owing to the lack of raw material.

Continued Decline of Iceland Fishing—Exports to United States.

The decline of the Iceland fishing continued in 1917, and the number of schooners that sailed from Dunkirk and Gravelines to Iceland did not exceed 20. The quantity of codfish imported by these boats was 1,775,000 kilos (3,913,165 pounds) in 1914, none in 1915, 227,000 kilos (500,444 pounds) in 1916, and 395,000 kilos (870,817 pounds) in 1917. Fish to the amount of 520,000 kilos (1,146,392 pounds) were exported for account of the same local firms but by chartered steamers in 1916, and 830,000 kilos (1,829,818 pounds) in 1917. It is likely that all the available boats of the fleet of 20 schooners will go to Iceland for the next fishing season, and the necessary imports will be completed by chartered steamers.

Declared exports from Dunkirk to the United States in 1916 consisted of 1,101 pounds of oakum waste, valued at $731; 309,677 pounds of fusel oil, valued at $115,712; and 227,794 pounds of jute bagging, valued at $4,330. In 1917 the exports consisted of 661 pounds of chicory roots, valued at $1,125, and 18,588 pounds of hops, valued at $7,539.

Facilities of the Port.

When the war is over the commercial and industrial conditions in this district will improve quickly and new industries will set up on the large grounds near the docks, canals, and railway lines.

Owing to its geographical position, between Antwerp and Havre, at a distance of 87 kilometers (54 miles) from Lille, Roubaix, and Tourcoing, 305 kilometers (190 miles) from Paris, 47 kilometers (29 miles) from Calais, 360 kilometers (224 miles) from Longwy and Micheville, Dunkirk is the outlet for the richest industrial and manufacturing centers in northern and eastern France. Its wonderful canal system, insuring cheap and easy water carriage, and the splendid network of railways offer all possible facilities and appliances; and the intended development of the large docks already existing will contribute easily to enable the port to keep, if not to improve, the third rank which it had taken in France before the war, and to get its large share in the increase of trade between the United States and France.

GRENOBLE.

By Consul Thomas D. Davis, May 15.

During 1917 industries in the Grenoble district depending directly upon the war, and all those indirectly favored by it, realized an important development. Wages were generally high, in some cases more than double those formerly paid, and much money was in circulation.

A large part of the aluminum, iron alloys, and electric steel used in France is produced in this district. The production of all these has been intensified and the output remarkably increased. Electrochemical industries have also expanded considerably, and some other industries have enjoyed unusual prosperity.

Paper Exports Decreased—Mining.

The paper mills of the Departments of Isere and of the Savoies, utilizing the abundant water power of the Alps, ran to their full capacity, which is between 400 and 500 tons daily, comprising every grade of paper.

Only photographic paper is exported to the United States, the quantity and value of which, as shown by the declared export returns of this consulate for 1916 and 1917, are as follows: In 1916, 2,850,880 pounds, valued at 2,338,802 francs ($451,389); in 1917, 2,009,627 pounds, valued at 2,023,497 francs ($390,535); showing a loss of 841,253 pounds, valued at 315,305 francs ($60,854). The cause of this decrease was principally the extraordinary demand in France for paper of every kind. Restrictions on exportation also contributed to it.

New concessions for the mining of anthracite added during the year about 360,000 metric tons to the annual coal output. It is estimated that the combined annual production of the Departments of the Isere, the Savoies, and the Hautes-Alpes, which reached 507,000 tons in 1917, will exceed 650,000 tons in 1918.

Manufacture of Gloves an Important Industry.

The glove industry, one of the principal sources of local wealth, affords a means of livelihood to about 20,000 laborers. The value of the total production varies between 35,000,000 and 40,000,000 francs ($6,755,000 and $7,720,000) a year. About 80 per cent of the production is exported, the United States being the largest buyer. It has been estimated that the cost of raw material and the cost of the labor employed in their manufacture are about equal. The advance of wages and the increase in the price of skins have almost doubled the cost of manufacturing gloves since the commencement of the war.

The quantity and value of gloves exported to the United States for the years 1916 and 1917, as invoiced through this consulate, were as follows: In 1917, 314,099 dozen pairs, valued at $3,484,090, compared with 223,209 dozen pairs, valued at $1,821,423, in 1916, showing a gain of 90,827 dozen pairs, valued at $1,662,603. There was a gain of $5,133,800 in the total glove production of France for 1917, the estimated value being $5,983,000 in 1916 and $11,116,800 in 1917.

On account of the high prices at which manufacturers have been able to dispose of their gloves many of them have prospered in spite of the higher cost of production. Others, less fortunate or less resourceful, have operated at a loss. A very prominent glove manufacturer has publicly made the statement that if skin glove making is to endure it must be transformed; that it must become mechanical, at least in part, both as to cutting and sewing. He says that without this transformation the industry will be forced to decline on account of the constant upward trend of wages. This view, however, is not generally shared.

Lack of Raw Material for Felt-Hat Industry.

The making of felt hats in this district has been very much restricted on account of the difficulty experienced in procuring raw material. It is customary to buy and keep on hand large stocks of hare and rabbit hair for this industry, it being the opinion of a great many manufacturers that old hair is much better than the new. The coming of the war found the manufacturers generally well stocked. Since the beginning of the war Paris has been the principal market for these materials, and is now practically the only one. Strong competition in this market on the part of the American buyers caused a considerable advance in price; such large quantities have been shipped to the United States that a marked scarcity exists in France. Some attempts by factories in this district to purchase the French hair in the United States for reexportation have proven unsuccessful on account of tonnage difficulties and export restrictions.

The following are the quantity and value of felt hats exported to the United States through this consulate during the years 1916 and 1917: In 1917, 3,898 dozens, valued at 492,081 francs ($94,972); in 1916, 3,452 dozens, valued at 349,428 francs ($67,440); a gain for 1917 of 446 dozens, valued at 142,653 francs $27,532).

Although the demand for these goods has been great and orders now in hand are abundant, unless an unexpected change of conditions comes very soon the exports for 1918 will be at least cut in half.

Walnut Trade Restricted.

Exportation of walnuts to the United States has been greatly affected in all branches of the business in the Grenoble district by restrictions on the part of both the French and the American Governments. With a medium crop of good nuts and good prices, a great many exporters have lost money, and many say that if the war continues no attempt at exportation will be made next season.

The great decrease in walnut exports was due to difficulties in finding means of transportation, to restrictions on exportation, and to a less important extent to the high prices obtainable in France for walnuts in the shell. It must also be borne in mind that the end of the year divides the shipping of each season's production into two parts. This season a much larger proportion of the crop was shipped after the first of January than usual, although the total will fall far short of last year's, both in quantity and in value.

Extension of American Trade.

The most efficient way of reaching the Grenoble merchant is to furnish him with advertising matter in the French language, in which quantities and dimensions are given in the metric system. This district is probably the most conservative part of France in so far as departing from old established business methods is concerned. However, there is now a tendency to break away from traditional ways, and it would seem the opportune moment for American commercial houses to place advertising literature at the disposal of Grenoble merchants. Good faith should be exercised in all advertising, only first-class articles should be offered, and in no event should attempts be made to dump old models and inferior goods.

This district should afford a permanent market for typewriters, sewing machines, agricultural machinery, lead pencils, electrical apparatus and supplies, toilet articles, shoes, shoe findings, traveling bags, haberdashery, hosiery, underwear, automobiles and trucks, gas and electric heating and cooking apparatus, sheet and bar iron and steel, steam and gas fittings, woodworking machinery, tennis supplies, rubber goods, drugs, paints, oils, and hardware and tools.

Firms desiring to establish business relations directly with Grenoble merchants should be disposed to quote firm prices in francs c. i. f. a French port and accept cash against documents, rather than confirmed New York credits. After the war those who expect to hold business against competition will have to extend credit of from 60 to 90 days. Merchants here also prefer to arrange contracts for deliveries at an agreed price extending over a long period. This custom obtains with some English firms, who have been able in consequence to obtain a full grip upon a certain amount of good business.

Shipments to United States.

The following table shows the chief declared exports from Grenoble to the United States for 1917 and a comparison with 1916:

Articles.	1916		1917	
	Quantity.	Value.	Quantity.	Value.
Billiard cue tips.....number..	.....	.....	100,000	$615
Bort.....do....	513	$2,612	5,275	38,727
Buttons, etc.....gross..	446	1,238	2,943	2,586
Extracts, dyeing.....pounds..	1,228	5,382	.....	2,345
Gloves, leather:				
Women's—				
Under 14 inches.....dozen pairs..	218,736	1,772,878	310,405	3,437,478
Over 14 inches.....do....	2,743	35,969	1,327	24,254
Men's.....do....	1,730	12,576	2,304	22,294
Other.....do....	.....	.....	68	64
Hats, felt.....do....	3,452	67,440	3,898	94,972
Paper, photographic.....pounds..	2,850,880	451,389	2,009,627	390,535
Skins:				
Calf, salted.....do....	.....	27,226	48,501	24,941
Horse, green, salted.....do....	.....	.....	140,433	21,335
Lamb and kid.....do....	.....	63,970	20,615	29,191
Sheep and lamb, pickled.....do....	.....	.....	108,665	70,602
Slats.....do....	.....	7,290	31,378	11,377
Tinsel.....do....	123,596	87,753	77,212	70,122
Walnuts:				
In shell.....do....	1,762,627	212,663	371,078	54,822
Shelled.....do....	3,161,275	610,126	1,709,502	561,522
Warp, metallic.....number..	.....	9,048	3,439,000	4,140
Wine, sparkling.....quarts..	10,084	19,316	18,498	16,602
All other articles.....	.....	48,104	.....	27,875
Total.....	.....	3,581,969	.....	4,906,399

In 1917 no American goods were returned, as compared with goods to the value of $318 in 1916. No invoices were certified for shipments to insular possessions of the United States.

ST. ETIENNE.

By Consul William H. Hunt, June 3.

Few statistics are available concerning the commerce and industries in the St. Etienne district for 1917. Indications, however, point to the year as having been one of great activity in all indus-

tries engaged in the manufacture of war material. The coal mining and iron and steel industries, of which St. Etienne is the center, were intensively active, and the output is reported to have been greater than in 1916.

The coal-mining companies in the Loire Basin produced 4,537,840 tons of coal in 1917, an increase of 933,305 tons as compared with 1916. This increased output is due to the return of a number of mobilized mine workers from the armies. The mines were unable to reap the full benefit from this increased number of miners by reason of the transport difficulties and the scarcity of pit wood and other material necessary for keeping the mines in repair and pushing the output to the maximum limit.

Iron and Steel Industries.

Early in the year the dominant factor in the economic situation was the transport crisis. Work was stopped in a number of steel plants, and others had to refuse orders, owing to the impossibility of getting raw material and delivering orders already executed. On the other hand, some plants in the region were obliged to stop work one day a week to economize and equalize the distribution of electric energy for all industries. The importation of American metals extensively used in this district was greatly handicapped; consequently, industrial development was checked for a time, and the output of the factories disclosed a decrease compared with that of the last six months of 1916. Hardware prices fluctuated considerably, and there was a general rise in all articles, rendering it difficult, if not impossible, to make firm offers.

Toward the end of May, 1917, raw material continued difficult to obtain and was delivered to the manufacturers only on certified orders. During the latter part of the year the steel plants commenced to resume their normal activity, especially in the production of aviation motors, for which there was an increasing demand.

Some of the larger structural iron and steel works in this region contemplate setting up machinery and equipment for turning out tractors and other farming implements at the close of the war, which have been hitherto imported from the United States. The close of 1917 witnessed the erection of new steel furnaces and batteries of coke ovens for making by-products, such as tar, benzol, and ammoniac, the production of which, although intense, is still inadequate to supply the demand.

Workmen's Restaurants Opened—Savings Deposits.

The food question caused some apprehension during the early part of 1917, owing to the congested condition of the freight traffic, and an intervention of the public authorities was necessary to allow foodstuffs to be distributed and to prevent hoarding. Accordingly as workmen's wages increased, a corresponding rise in the prices of staple foods followed. The prefect, in an effort to check the constant rise in the cost of living in this large industrial city, opened popular restaurants in all the vacant municipal buildings, and a number of workmen's restaurants, cooperative associations, and canteens were established by the joint action of employers and workmen. The first large popular restaurant was opened in Octo-

ber, where a meal could be obtained for the moderate sum of 28 cents. These restaurants have rendered great service to a large element of the population composed of mobilized workmen, refugees, and foreigners. The present population of St. Etienne is estimated at 230,000, an increase of about 50 per cent since the outbreak of the war. The question of housing this new element has been a difficult problem but it is being gradually solved by the Public Office of Cheap Dwellings.

A spirit of economy pervades the working classes, and the total amounts deposited in savings banks averaged more than 1,500,000 francs ($289,500) per month. In normal times, St. Etienne ranked fifth according to the savings banks' statistics; to-day this city ranks third.

Crop Conditions—Cattle Raising.

The harvest in this region, and in France generally, in 1917, was on the whole below the average of normal years, owing to unfavorable weather conditions and to the shortage of chemical fertilizer and labor. The cereal and forage crops in 1917 are estimated as follows: Wheat, 390,000 metric quintals (metric quintal=220.46 pounds); rye, 250,000 quintals; oats, 280,000 quintals; barley, 40,000 quintals; buckwheat, 5,000 quintals; hay, 4,000,000 quintals; and straw, 3,500,000 metric quintals.

Successful cattle breeding in the Loire region is governed by the topography of the country. On the whole, it is reported that the number of cattle has increased about 10 per cent since the outbreak of the war. The number of head of cattle in 1917 is estimated at 195,000, an increase of 10,000 over the preceding year.

A great deal of the cultivated land has been converted into pastures; this is due to some extent to the prevailing high prices of cattle, which range from 200 to 225 francs per 100 kilos ($17.55 to $19.74 per 100 pounds), as compared with 100 francs per 100 kilos ($8.78 per 100 pounds) before the war. It is predicted that the number of horned cattle will continue to increase, because on many small farms the work now being performed by cows and oxen will be done in future by farm tractors and horses.

Increased Output of Ribbons and Piece Goods.

Statistics issued by the St. Etienne Ribbon Manufacturers' Association for 1917 show an increased ribbon output over 1916. An unusual feature of the industry last year was the large increase in the production of elastic tissues and of articles made wholly of cotton, which include materials used for war purposes, such as heavy bands for machine-gun cartridges.

The value of the production of silk and velvet ribbons and silk piece goods in 1917 is estimated at 119,629,976 francs ($23,088,585), an increase of 24,456,856 francs ($4,720,173) over the preceding year. The value of the home consumption is given as 69,326,417 francs ($13,379,998), in which is included the value of the production of manufacturers outside St. Etienne, amounting to about 9,289,000 francs ($1,792,777). The direct exports of ribbons in 1917 were 50,303,559 francs ($9,708,587), an increase of 5,476,764 francs ($1,057,015).

The following statement shows the value (given in francs of $0.193) of the production, home consumption, and exports of the different varieties of silk and velvet ribbons, silk piece goods, etc., in 1917:

Articles.	Production.	Home consumption.	Exports.
Ribbons:			
Silk—	*Francs.*	*Francs.*	*Francs.*
Black	7,102,035	3,348,700	3,753,335
Black, mixed	6,194,580	3,923,880	2,270,700
Plain colored	22,231,120	13,428,400	8,802,720
Plain colored, mixed	7,808,510	4,321,500	3,487,010
Fancy	5,201,280	1,983,040	3,278,240
Fancy, mixed	7,179,756	2,637,070	4,542,686
Ties—Mixed	23,000	21,000	2,000
Velvet—			
Satin back	1,082,300	699,400	382,900
Satin back, mixed	7,634,559	2,111,184	5,523,375
Taffeta back	139,965	56,155	83,810
Taffeta back, mixed	2,616,201	2,035,528	580,673
Silk trimmings	5,566,200	3,889,200	1,677,000
Hat bands	5,497,000	2,622,000	2,875,000
Elastic	6,412,500	5,711,700	700,800
Silk piece goods, mixed	7,060,000	2,860,000	4,200,000
Articles wholly of cotton	12,487,650	8,212,340	4,275,310
Articles wholly of artificial silk	4,836,320	2,176,320	2,660,000
Total, St. Etienne	109,132,976	60,037,417	49,095,559
Outside St. Etienne:			
Elastic tissues	8,050,000	7,450,000	600,000
All other articles	2,447,000	1,839,000	608,000
Grand total, 1917	119,629,976	69,326,417	50,303,559
Grand total, 1916	95,173,123	50,346,328	44,826,795

Principal Increases in Silk Manufactures, Etc.—Raw Silk.

A comparison of the above statistics with corresponding figures for the preceding year discloses an increase in the following articles: Plain colored ribbons, all silk and mixed, 9,228,530 francs ($1,781,106); black ribbons, all silk and mixed, 1,643,427 francs ($317,181); fancy silk ribbons, all silk and mixed, 2,681,336 francs ($517,498); hat bands, 1,676,000 francs ($323,468); elastic, 10,072,500 francs ($1,943,993); articles made wholly of cotton, 5,733,340 francs ($1,106,535); articles manufactured wholly of artificial silk, 1,792,320 francs ($345,918); and silk trimmings, 4,084,000 francs ($788,212).

The St. Etienne silk conditioning house registered 10,301 bales, or 1,319,669 pounds, of raw silk during 1917, a decrease of 1,249 bales, or 187,747 pounds, from the preceding year.

The number of pounds of silk conditioned and weighed in the St. Etienne conditioning house during 1916 and 1917, respectively, were: Organzines, 664,470 and 541,314; tram, 245,208 and 251,747; raw, 539,521 and 489,708; other, 58,217 and 36,900; total, 1,507,416 and 1,319,669.

Declared Exports to United States.

A decrease occurred in the value of the declared exports from St. Etienne to the United States, according to invoices certified at this consulate in 1917. The principal articles and their value during the past two years are given in the following table:

Articles.	1916		1917	
	Quantity.	Value.	Quantity.	Value.
Antimony, sulphurated.....pounds..	351,585	$74,673	393,353	$83,092
Belting.....	.....	19,593	.....	16,157
Cheese.....pounds..	2,303,455	909,293	1,382,173	598,787
Gloves.....dozen pairs..	54,563	416,563	60,903	681,539
Glue.....pounds..	4,408	1,357	35,425	12,361
Hides and skins:				
For glove making.....dozen..	10,155	85,752	5,130	67,143
Rabbit.....	.....	8,141	.....	.....
Iron and steel manufactures:				
Auto parts.....	.....	4,578	.....	444
Machinery.....pounds..	39,594	9,118	65,158	6,574
Lace.....	.....	277,856	.....	329,713
Mushrooms, dried.....pounds..	32,804	26,528	22,128	19,282
Paper.....do....	88,973	18,354	62,168	16,161
Preserved fruits.....	.....	11,634	.....	8,938
Ribbons:				
Silk.....	.....	70,000	.....	35,250
Velvet.....	.....	1,018,432	.....	225,046
Rubber, reclaimed.....pounds..	44,092	7,308	22,040	5,872
Tires, auto.....	.....	.....	.....	251
Velvets.....square yards..	99,814	92,271	73,366	106,749
Weavers' supplies.....	.....	15,422	.....	31,827
All other articles.....	.....	92,448	.....	49,951
Total.....	.....	3,159,321	.....	2,295,137

Shipments to the Philippine Islands were valued at $2,225 in 1916. No shipments were made in 1917.

Selling American Goods in St. Etienne—Credits.

In spite of restrictions the importation of American goods continues with regularity, indicating that although trade extension work is difficult, plans are being prepared for a more extensive trade which will follow the cessation of hostilities.

To permanently hold the commercial and financial supremacy that the United States has gained through the war merchants in that country must become more familiar with the methods for selling and distributing their products abroad. The chief obstacle to the extensive promotion of American trade in this region, which will be more important than ever at the end of the war, is an inclination of exporters not to grant the credit terms demanded by reputable and reliable local importers. The extension of French branches of some of the American banking institutions will no doubt contribute much toward solving this problem at the end of the war. It is certain that American trade in this district will not reach the importance desired and hoped for until the exporters extend as favorable terms as their competitors.

ST. NAZAIRE.

By Vice Consul Eliot B. Coulter, June 19.

About the middle of the nineteenth century there began to be a growing demand for a port at the mouth of the Loire to receive the larger ships which could not ascend the river to Nantes, 20 miles

inland. As a result of the measures taken St. Nazaire, with a population of 30,000, has since become the seventh port of France, serving the whole valley of the Loire.

The equipment to handle shipping was adequate, including two basins with 15 berths of a discharge capacity of 4,000 tons per day, three dry docks, and electric cranes. Near by, at Trignac, were forges preparing material particularly for shipbuilding plants. As there were no natural resources at hand the commercial life of St. Nazaire has naturally depended almost entirely upon the forges at Trignac and the ship construction companies, the loading and discharging of cargoes from and to inland points by rail, and on the French lines running to the West Indies, Canal Zone, Mexico, and Spain.

Steps have been taken to improve the facilities for discharging cargo at St. Nazaire by concreting the docks and constructing new railway lines. Large warehouses are being built at Montoir, about 3 miles distant, where other wharves are to be constructed with a capacity of 20,000 tons discharge per day.

There is little trade between St. Nazaire and the West Indies. No exports are made to the United States from this port.

WASHINGTON : GOVERNMENT PRINTING OFFICE : 1918

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